Creating employment opportunities for people with severe disabilities

through the JWOD Program

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CREATING EMPLOYMENT OPPORTUNITIES FOR PEOPLE WITH SEVERE DISABILITIES

Smart Business for Mission Support

Greg Braniff

Business Development Manager

NISH South Region

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CREATING EMPLOYMENT OPPORTUNITIES THROUGH THE JWOD PROGRAM

Javits-Wagner-O'Day (JWOD)

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CREATING EMPLOYMENT OPPORTUNITIES THROUGH THE JWOD PROGRAM

Javits-Wagner O'Day Act (JWOD)

- Public Law (41 U.S.C. 46-48c)
  - Wagner-O'Day Act of 1938
    - People who are blind
    - Products (Brooms & Mops)
  - Javits Amendment of 1971
    - People with other severe disabilities
    - Services
- Implemented thru 41CFR51 and FAR 8.7

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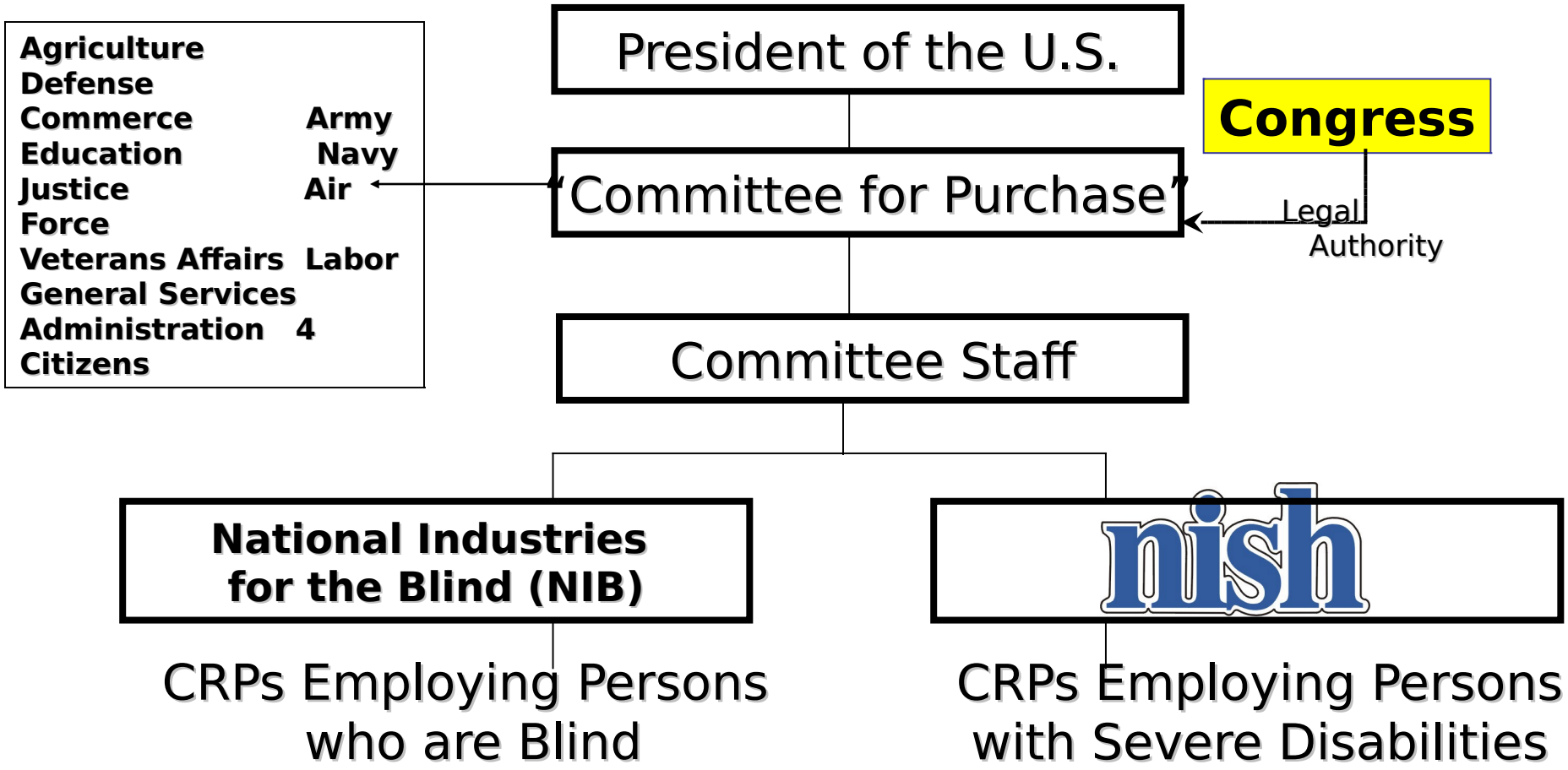
JWOD Organization



NISH Organization

JWOD is Smart Business

- Quality services & products
- Fair market prices
- Long term partnerships/relationships
- Ease of contract award and administration
  - In step with Acquisition Streamlining
- Break to taxpayers
  - Reduced entitlements
  - New taxpayers
- ***Direct benefits to Mission!***

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JWOD Growing Program

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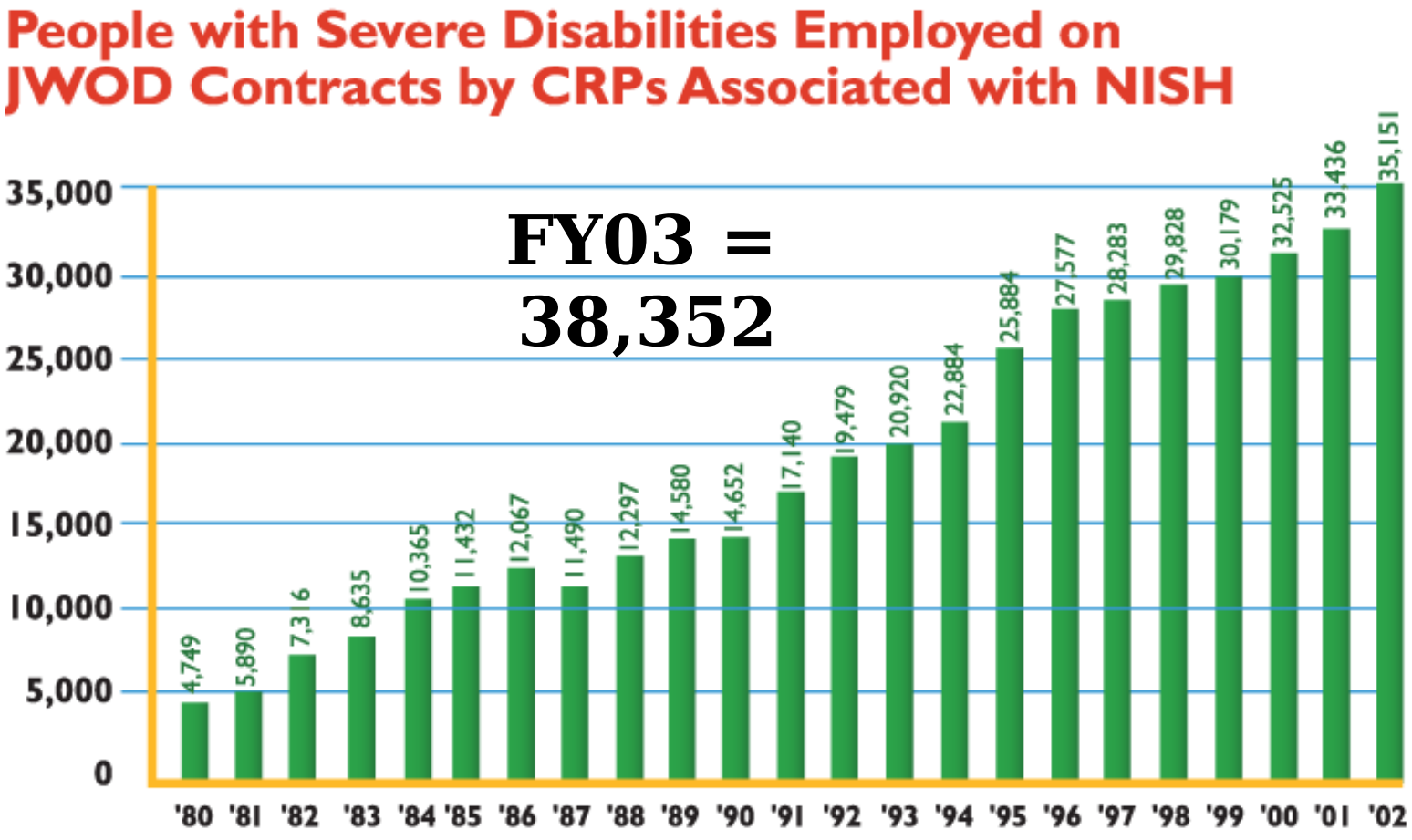
CREATING EMPLOYMENT OPPORTUNITIES
THROUGH THE JWOD PROGRAM

JWOD Growth – NISH Job Growth



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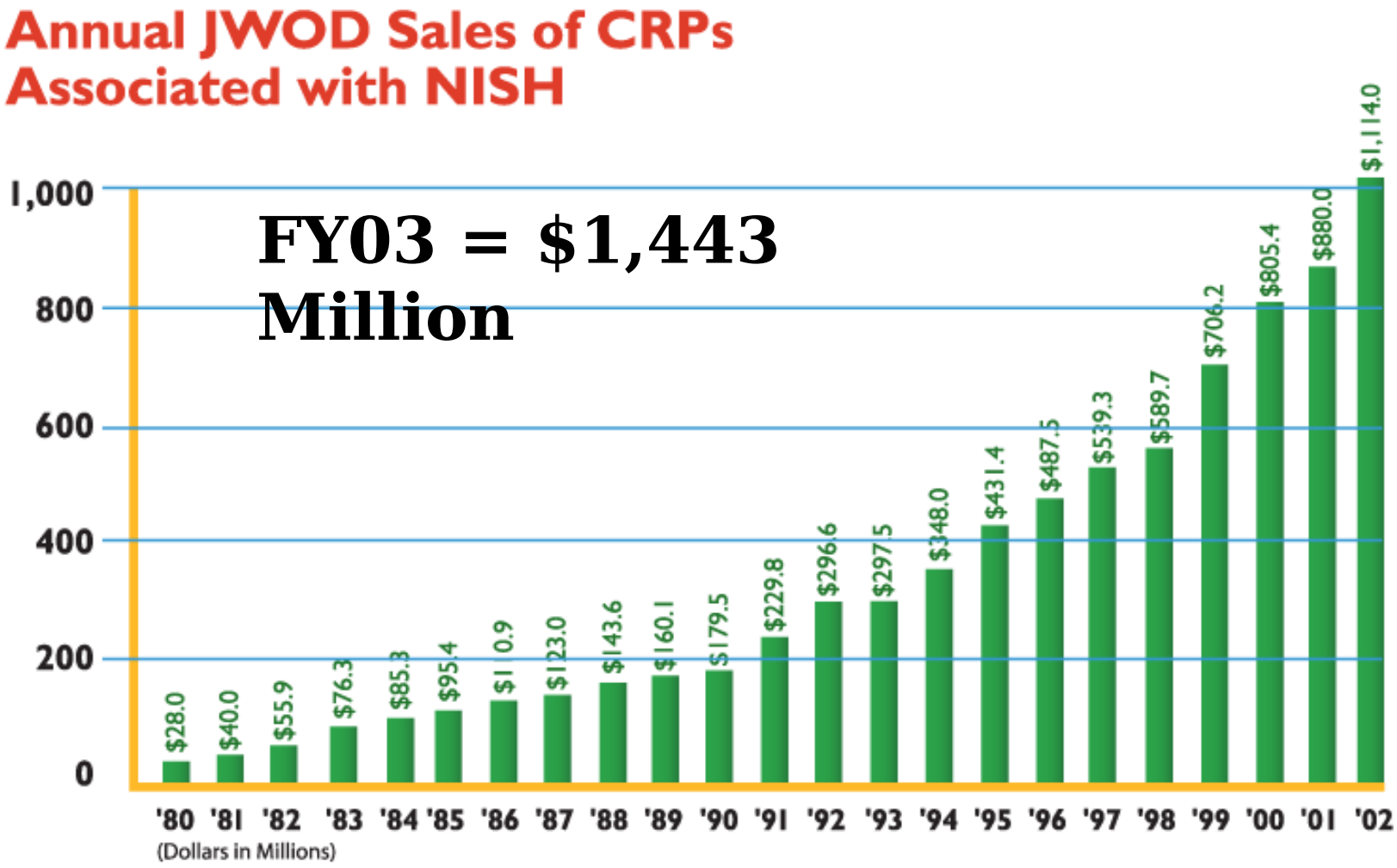
JWOD Growth – NISH Sales Growth



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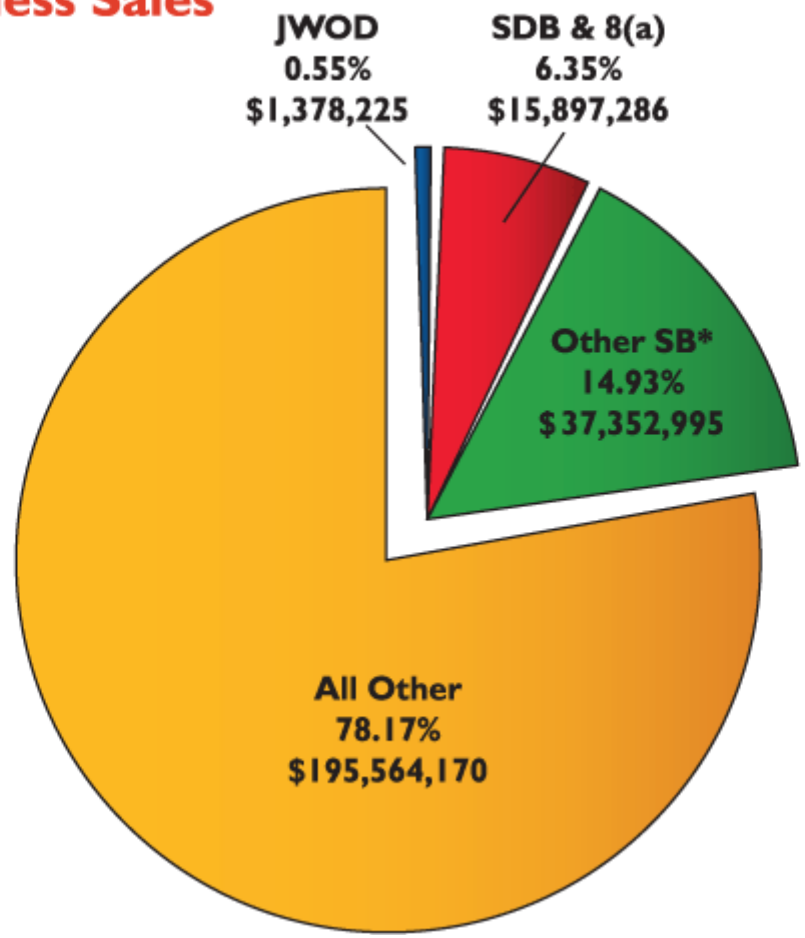
JWOD – Our Slice of the Pie

JWOD Sales Compared to Small Business Sales



Based on FY02 Federal Procument Data Report as of May 19, 2003.

*Other SB includes Small Businesses, Women-Owned Businesses and HubZones Business Concern

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NISH – “Traditional” Services

- Custodial
- Grounds Maintenance
- Food Service
- Administrative Support
- Switchboard Operations
- Laundry Operations
- Mailroom Operations

NISH – “New” Services

- Base Operating Support Services
- Family Housing Maintenance
- Vehicle Maintenance
- Secure Document Destruction
- Call Center Operations
- Warehousing
- Document Management

Contemporary Topics

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CREATING EMPLOYMENT OPPORTUNITIES
THROUGH THE JWOD PROGRAM

A “Mandatory-Optional” Program

- The “Procurement List”
- Products – Mandatory Source
- Services
  - Site Specific
  - Service Specific
- Adding a new Service to the List
  - Contracting Officer Concurrence
  - 120 Day Administrative Lead-time

Market Pricing - Services

- Committee for Purchase Established Price
- Pricing Memorandum No. 3 – Guideline
  - Need Contracting Officer Concurrence
  - **Price Recommendation is Negotiable!**
  - Market-Based//Evaluate by Price Analysis
- Simplified Acquisition
  - NISH Pricing Support to Contracting Officer
  - Limited DCAA Involvement
  - Simplified Annual Renewals

Program Management Support

- NISH assist with SOW/PWS
- PBSA Training & Implementation
- Price to Budget
- NISH – Contract Management Support
- Effective Teaming
  - Full & Open Discussions
  - Mission Focused Service Providers
- No Cost – No Obligation Proposals

Words of Wisdom

“You will have no better day in your contracting career than when you award your first JWOD contract”

Mark Lumer

JWOD Champion

For more information

- www.jwod.gov
  - Committee for Purchase
  - Forms & Publications
  - Procurement List
- www.nish.org
  - Guides for federal customers
  - Training Catalog
- www.nib.org
  - National Industries for the Blind

Q& A

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NISH South Region

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